

Message Text

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ORIGIN SS-25

INFO OCT-01 ISO-00 SSO-00 NSCE-00 CCO-00 /026 R

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FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW IMMEDIATE

S E C R E T STATE 236246

EXDIS TOSEC 192

E.O. 11652: GDS

TAGS: UR, OVIP, ETRD (KISSINGER, HENRY A.)

SUBJECT: INTERNATIONAL HARVESTER CONTRACT

REF: MOSCOW 16071

FOR SONNENFELDT, HARTMAN AND ANDERSON

1. WISH TO DRAW YOUR ATTENTION TO SCHEDULED SIGNING
OCTOBER 25 BY INTERNATIONAL HARVESTER OF DOLS 100 MILLION
CONTRACT TO SUPPLY CRAWLER TRACTORS TO BE USED IN CONSTRUC-
TION BAIKAL-AMUR RAILROAD. THE SALE IS FOR CASH. REFTTEL
REPORTS INTERNATIONAL HARVESTER WILL ANNOUNCE CONTRACT
IN CHICAGO DURING COMING WEEK.

2. IN VIEW OF PRESS REPORTS LAST SPRING REPORTING WITH
SOME DISTORTION SECRETARY'S STATEMENT TO THE JAPANESE
AMBASSADOR IN APRIL THAT US WOULD NOT PARTICIPATE IN
PROJECT, WE BELIEVE CONTINGENCY PRESS GUIDANCE ALONG
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FOLLOWING LINES IS DESIRABLE AND REQUEST CONCURRENCE.

3. QTE IF ASKED ABOUT THE ANNOUNCEMENT BY INTERNATIONAL HARVESTER:

(A) US FIRMS MAKE THE DECISIONS WHETHER OR NOT TO ENTER INTO BUSINESS TRANSACTIONS WITH THE SOVIET UNION, TAKING INTO ACCOUNT US LAWS AND REGULATIONS. IT IS THE RESPONSIBILITY OF AMERICAN BUSINESSMEN TO CONSIDER ALL ASPECTS OF A PROSPECTIVE TRANSACTION, AND TO ACT IN ACCORDANCE WITH THEIR OWN JUDGMENT.

(B) IN THE CASE OF THE INTERNATIONAL HARVESTER CONTRACT, WE UNDERSTAND THAT NO US STRATEGIC EXPORT CONTROLS WOULD BE INVOLVED. MOREOVER, AS THE SALE IS FOR CASH, NO US GOVERNMENT FINANCIAL SUPPORT IS REQUIRED. THIS TRANSACTION IS OBVIOUSLY CONSISTENT WITH OUR POLICY TO ENCOURAGE NON-STRATEGIC TRADE WITH THE USSR.

(C) FURTHER DETAILS ABOUT THE TRANSACTION SHOULD BE SOUGHT FROM INTERNATIONAL HARVESTER.

IF ASKED ABOUT THE STRATEGIC IMPLICATIONS OF THIS PROJECT BECAUSE OF ITS RELATIONSHIP TO RAILROAD CONSTRUCTION IN SIBERIA: THIS EXPORT IS NOT CONTRARY TO ANY US LAWS OR REGULATIONS. THIS EQUIPMENT CAN BE SOLD WIDELY. IF WE WERE TO UNDERTAKE TO STOP THIS SALE, THE SOVIETS COULD OBTAIN THE EQUIPMENT ELSEWHERE. UNQTE.

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